



# September 2021

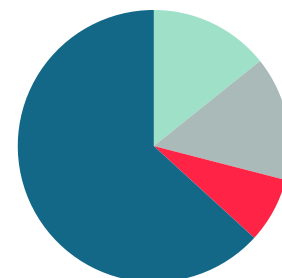
Area Delimited by County Of Mayes



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	52	55	5.77%
Pending Listings	63	57	-9.52%
New Listings	95	66	-30.53%
Average List Price	163,685	253,595	54.93%
Average Sale Price	156,256	207,700	32.92%
Average Percent of Selling Price to List Price	94.72%	96.28%	1.65%
Average Days on Market to Sale	55.77	48.75	-12.59%
End of Month Inventory	356	244	-31.46%
Months Supply of Inventory	8.25	4.49	-45.55%



■ Closed (14.25%)  
■ Pending (14.77%)  
■ Other OffMarket (7.77%)  
■ Active (63.21%)

**Absorption:** Last 12 months, an Average of **54** Sales/Month  
**Active Inventory** as of September 30, 2021 = **244**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **31.46%** to 244 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **4.49** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **32.92%** in September 2021 to \$207,700 versus the previous year at \$156,256.

#### Average Days on Market Shortens

The average number of **48.75** days that homes spent on the market before selling decreased by 7.02 days or **12.59%** in September 2021 compared to last year's same month at **55.77** DOM.

#### Sales Success for September 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 66 New Listings in September 2021, down **30.53%** from last year at 95. Furthermore, there were 55 Closed Listings this month versus last year at 52, a **5.77%** increase.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, September 2020, at **54.7%**, a **52.24%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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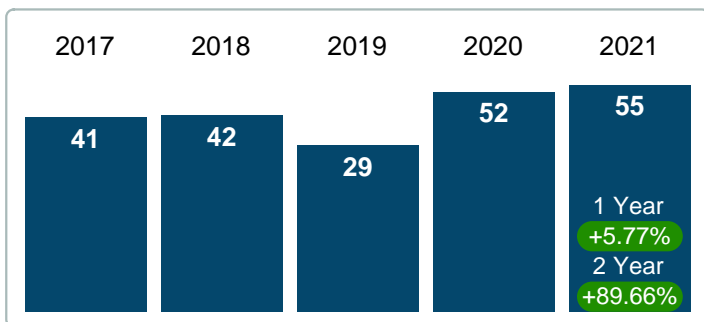
Area Delimited by County Of Mayes



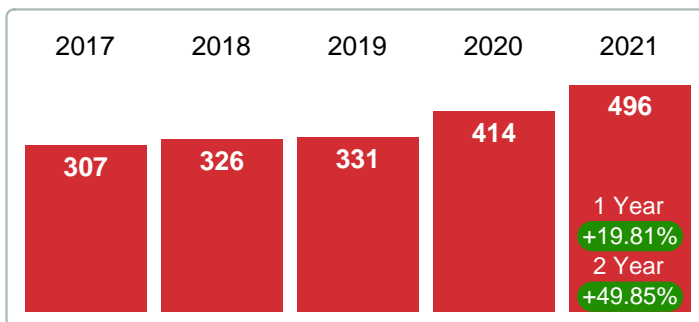
## CLOSED LISTINGS

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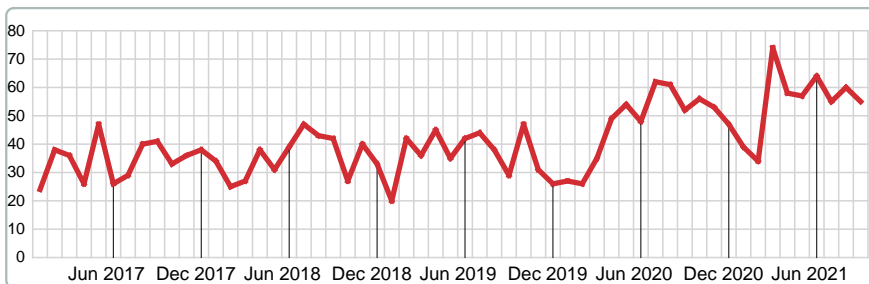
### SEPTEMBER



### YEAR TO DATE (YTD)

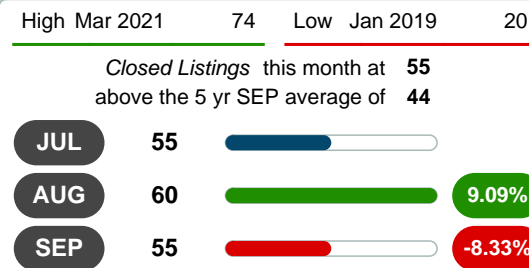


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 44



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	7.27%	91.0	4	0	0	0
\$25,001 - \$50,000	2	3.64%	60.0	1	0	1	0
\$50,001 - \$75,000	10	18.18%	51.3	8	2	0	0
\$75,001 - \$150,000	19	34.55%	31.3	5	12	2	0
\$150,001 - \$250,000	8	14.55%	47.8	3	4	1	0
\$250,001 - \$525,000	7	12.73%	37.1	3	4	0	0
\$525,001 and up	5	9.09%	89.6	1	1	1	2
<b>Total Closed Units</b>	<b>55</b>			<b>25</b>	<b>23</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,423,500</b>	<b>100%</b>	<b>48.7</b>	<b>5.10M</b>	<b>3.95M</b>	<b>1.06M</b>	<b>1.32M</b>
<b>Average Closed Price</b>	<b>\$207,700</b>			<b>\$203,920</b>	<b>\$171,548</b>	<b>\$212,980</b>	<b>\$657,500</b>



# September 2021

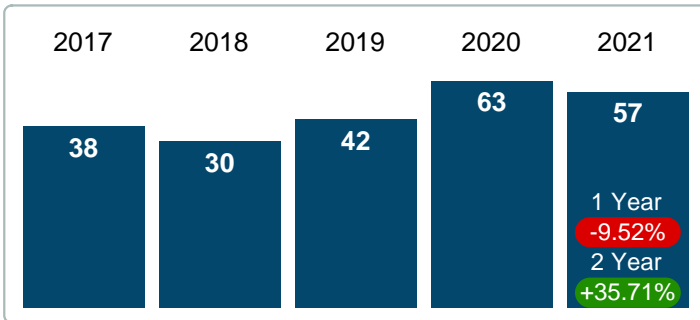
Area Delimited by County Of Mayes



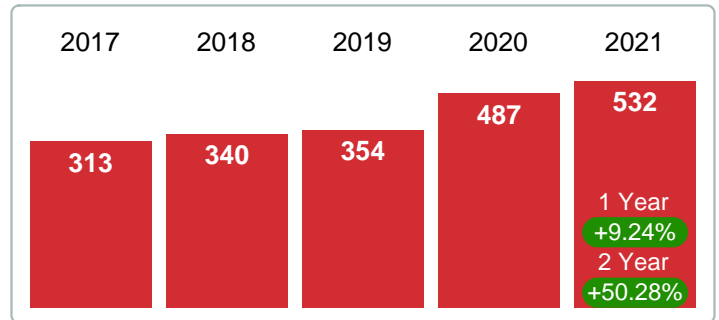
## PENDING LISTINGS

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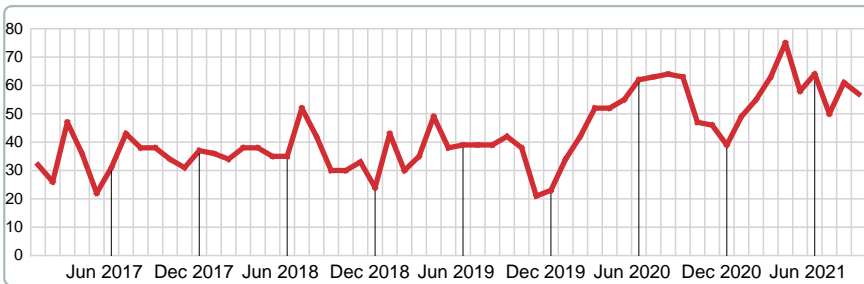
### SEPTEMBER



### YEAR TO DATE (YTD)

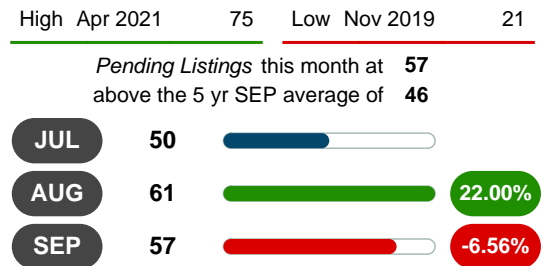


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 46



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.51%	100.0	2	0	0	0
\$25,001 - \$50,000	7	12.28%	47.3	7	0	0	0
\$50,001 - \$100,000	11	19.30%	55.0	7	4	0	0
\$100,001 - \$150,000	13	22.81%	25.1	6	7	0	0
\$150,001 - \$200,000	10	17.54%	31.8	1	8	1	0
\$200,001 - \$375,000	7	12.28%	42.6	1	6	0	0
\$375,001 and up	7	12.28%	61.3	1	2	3	1
<b>Total Pending Units</b>	<b>57</b>			<b>25</b>	<b>27</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,999,027</b>	<b>100%</b>	<b>61.0</b>	<b>2.51M</b>	<b>4.89M</b>	<b>1.88M</b>	<b>715.00K</b>
<b>Average Listing Price</b>	<b>\$205,557</b>			<b>\$100,348</b>	<b>\$181,169</b>	<b>\$470,944</b>	<b>\$715,000</b>



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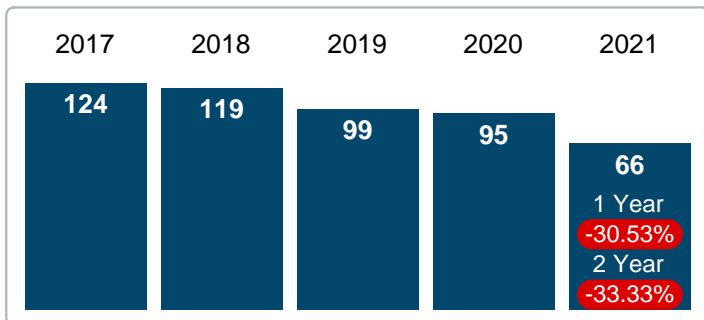
Area Delimited by County Of Mayes



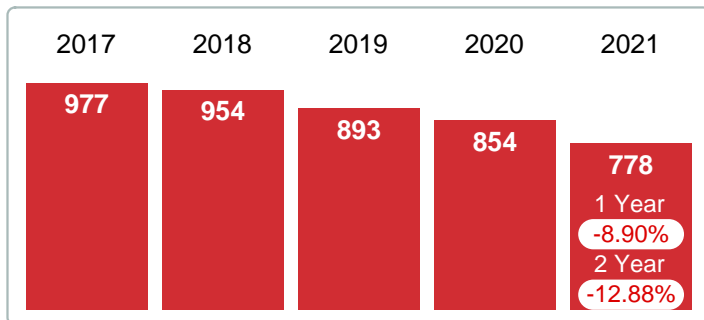
## NEW LISTINGS

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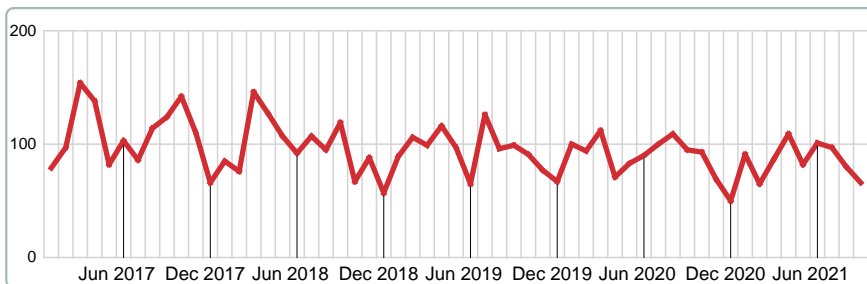
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

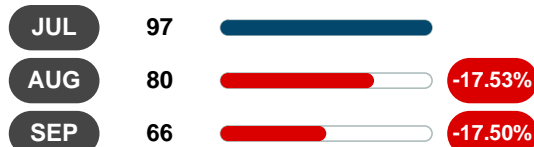


### 3 MONTHS

5 year SEP AVG = 101

High Mar 2017 154 Low Dec 2020 50

New Listings this month at 66  
 below the 5 yr SEP average of 101



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	9.09%	5	1	0	0
\$60,001 - \$80,000	8	12.12%	5	3	0	0
\$80,001 - \$110,000	10	15.15%	4	6	0	0
\$110,001 - \$210,000	17	25.76%	10	5	2	0
\$210,001 - \$330,000	11	16.67%	2	7	1	1
\$330,001 - \$740,000	7	10.61%	2	2	2	1
\$740,001 and up	7	10.61%	3	2	1	1
<b>Total New Listed Units</b>	<b>66</b>		<b>31</b>	<b>26</b>	<b>6</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>20,590,375</b>	<b>100%</b>	<b>6.53M</b>	<b>7.87M</b>	<b>2.97M</b>	<b>3.22M</b>
<b>Average New Listed Listing Price</b>	<b>\$125,000</b>		<b>\$210,512</b>	<b>\$302,515</b>	<b>\$495,700</b>	<b>\$1,074,967</b>



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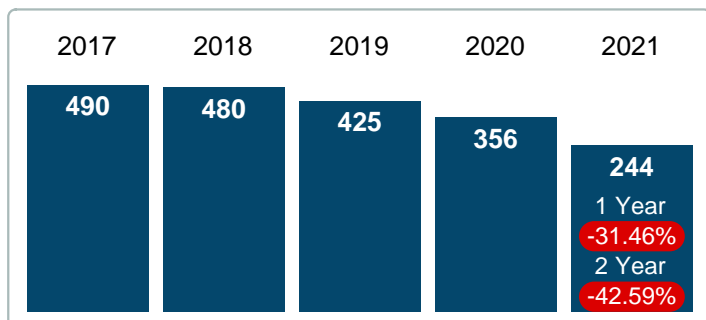
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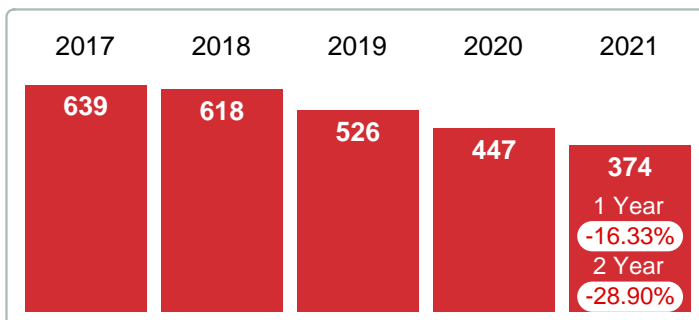
## ACTIVE INVENTORY

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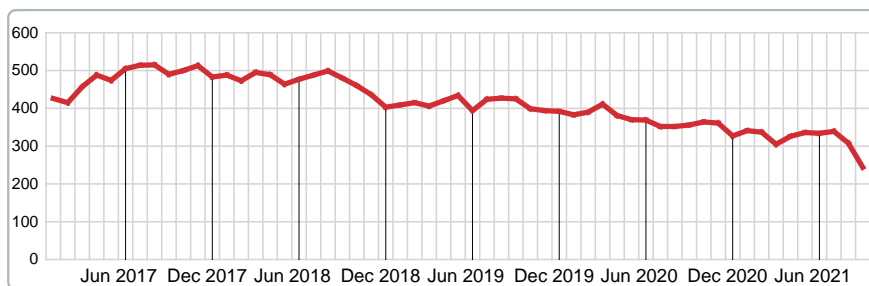
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

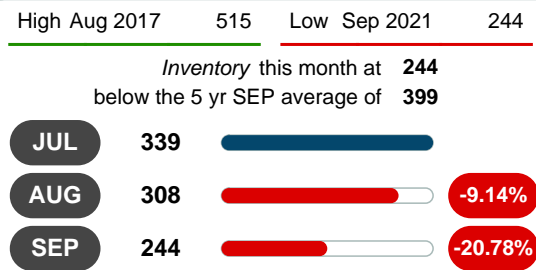


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 399



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	23	9.43%	169.9	23	0	0	0
\$25,001 - \$50,000	25	10.25%	107.9	22	3	0	0
\$50,001 - \$100,000	39	15.98%	82.6	27	12	0	0
\$100,001 - \$275,000	65	26.64%	78.0	35	27	2	1
\$275,001 - \$400,000	35	14.34%	93.0	18	12	4	1
\$400,001 - \$750,000	34	13.93%	97.3	14	14	2	4
\$750,001 and up	23	9.43%	85.6	8	4	5	6
<b>Total Active Inventory by Units</b>	<b>244</b>			<b>147</b>	<b>72</b>	<b>13</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>84,208,330</b>	<b>100%</b>	<b>96.0</b>	<b>34.84M</b>	<b>25.24M</b>	<b>8.86M</b>	<b>15.27M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$345,116</b>			<b>\$237,003</b>	<b>\$350,612</b>	<b>\$681,285</b>	<b>\$1,272,346</b>



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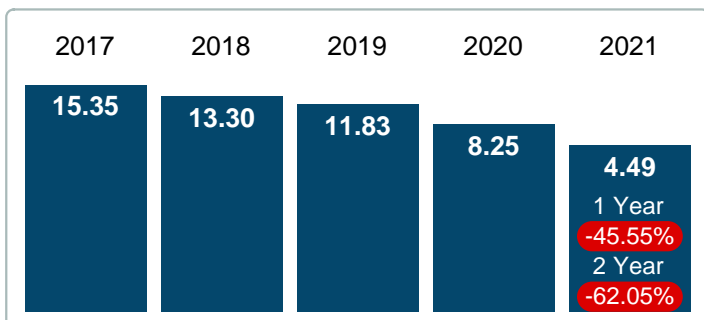
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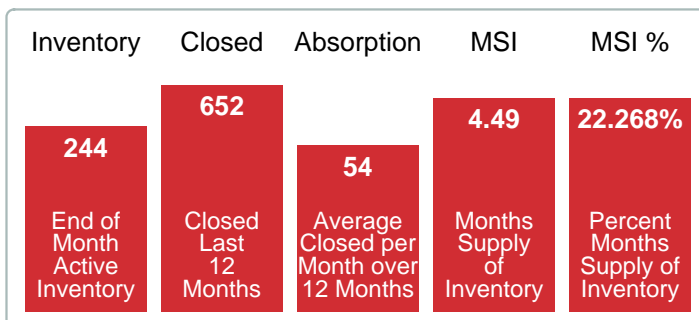
## MONTHS SUPPLY of INVENTORY (MSI)

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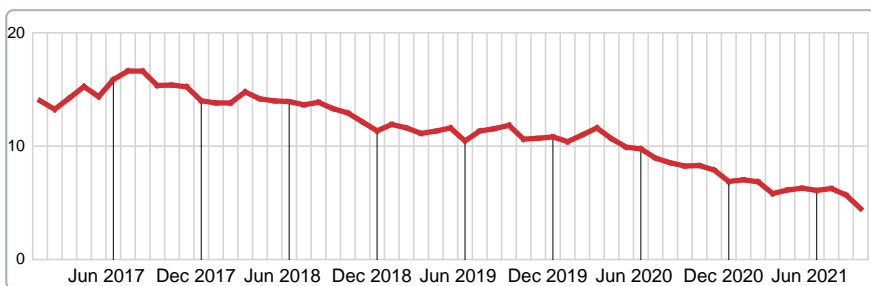
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

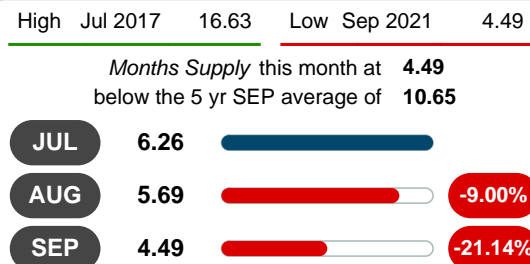


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 10.65



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	23	9.43%	5.75	6.13	0.00	0.00	0.00
\$25,001 - \$50,000	25	10.25%	6.25	7.76	3.27	0.00	0.00
\$50,001 - \$100,000	39	15.98%	3.90	5.14	2.57	0.00	0.00
\$100,001 - \$275,000	65	26.64%	2.56	6.36	1.69	0.60	1.71
\$275,001 - \$400,000	35	14.34%	5.92	19.64	3.89	2.18	12.00
\$400,001 - \$750,000	34	13.93%	8.68	18.67	8.84	2.00	6.86
\$750,001 and up	23	9.43%	21.23	48.00	48.00	15.00	12.00
Market Supply of Inventory (MSI)	4.49		4.49	7.67	2.71	1.90	6.86
Total Active Inventory by Units	244	100%	4.49	147	72	13	12



# September 2021

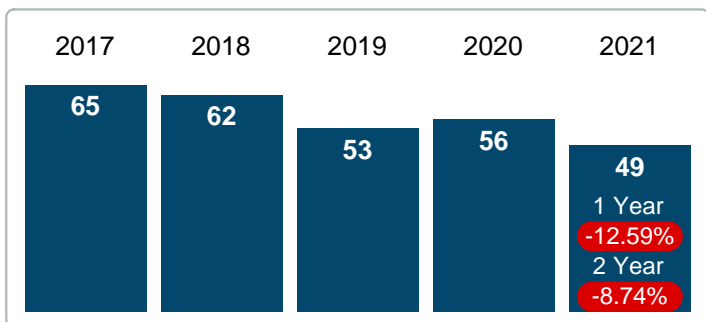
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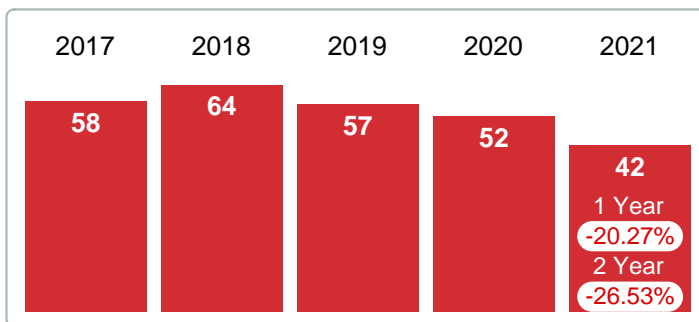
## AVERAGE DAYS ON MARKET TO SALE

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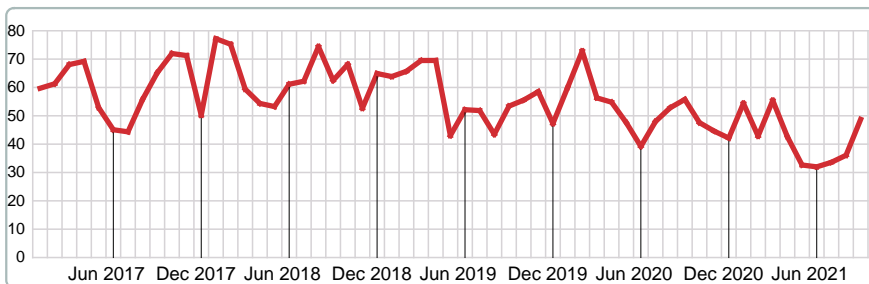
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

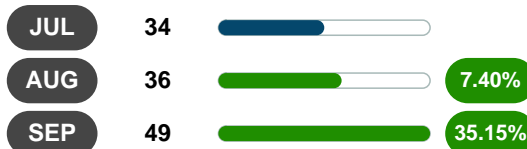


### 3 MONTHS

5 year SEP AVG = 57

High Jan 2018 77 Low Jun 2021 32

Average Days on Market to Sale this month at 49 below the 5 yr SEP average of 57



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7.27%	91	91	0	0	0
\$25,001 - \$50,000	3.64%	60	10	0	110	0
\$50,001 - \$75,000	18.18%	51	47	71	0	0
\$75,001 - \$150,000	34.55%	31	20	32	57	0
\$150,001 - \$250,000	14.55%	48	56	29	99	0
\$250,001 - \$525,000	12.73%	37	29	43	0	0
\$525,001 and up	9.09%	90	94	71	152	66
<b>Average Closed DOM</b>		<b>49</b>	<b>48</b>	<b>38</b>	<b>95</b>	<b>66</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>49</b>	<b>25</b>	<b>23</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,423,500</b>	<b>5.10M</b>	<b>3.95M</b>	<b>1.06M</b>	<b>1.32M</b>



# September 2021

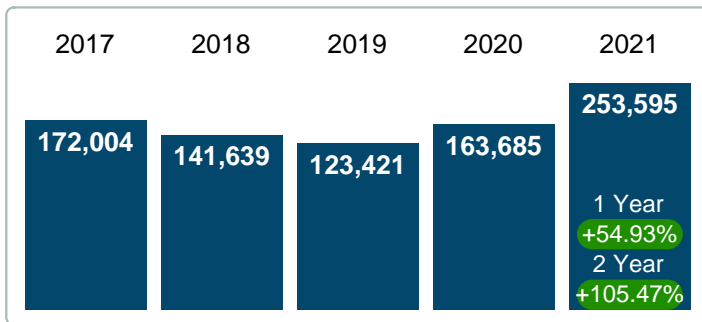
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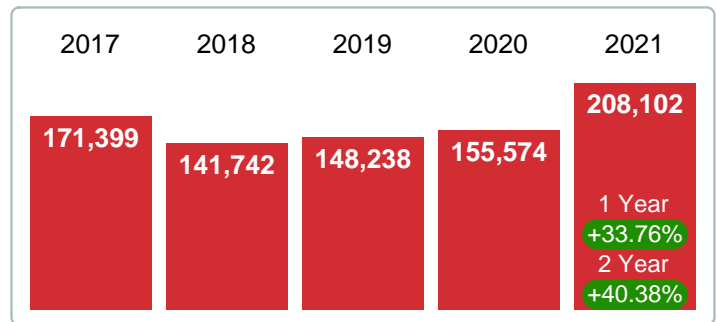
## AVERAGE LIST PRICE AT CLOSING

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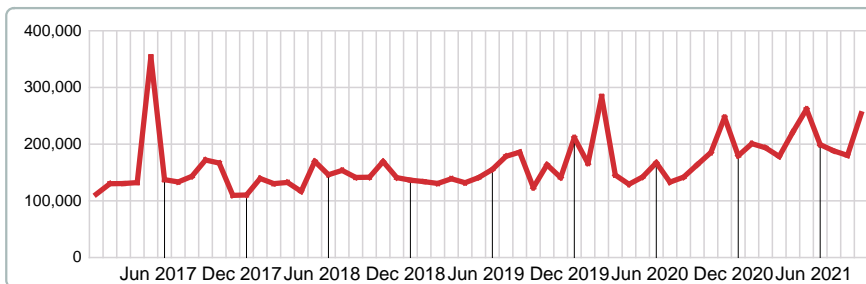
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

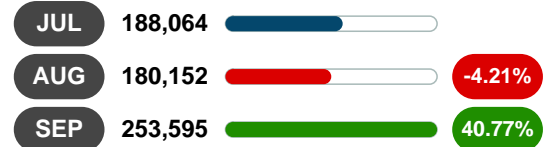


### 3 MONTHS

5 year SEP AVG = 170,869

High May 2017 353,984 Low Nov 2017 109,654

Average List Price at Closing this month at **253,595**  
above the 5 yr SEP average of **170,869**



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7.27%	18,375	18,375	0	0	0
\$25,001 - \$50,000	3.64%	42,500	40,000	0	45,000	0
\$50,001 - \$75,000	16.36%	64,611	66,313	68,000	0	0
\$75,001 - \$150,000	34.55%	106,410	111,000	107,608	121,500	0
\$150,001 - \$250,000	14.55%	182,613	207,667	203,975	159,500	0
\$250,001 - \$525,000	14.55%	335,750	407,333	293,500	0	0
\$525,001 and up	9.09%	1,407,800	4,000,000	599,000	625,000	907,500
<b>Average List Price</b>		<b>253,595</b>	<b>281,760</b>	<b>174,617</b>	<b>214,500</b>	<b>907,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>253,595</b>	<b>25</b>	<b>23</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,947,699</b>	<b>7.04M</b>	<b>4.02M</b>	<b>1.07M</b>	<b>1.82M</b>





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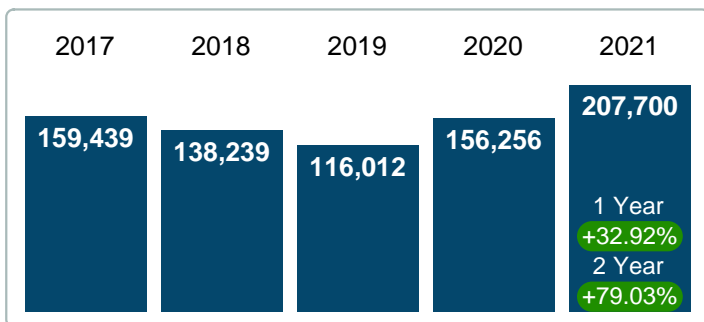
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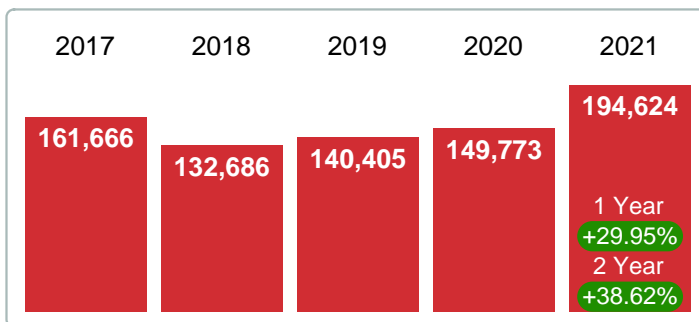
## AVERAGE SOLD PRICE AT CLOSING

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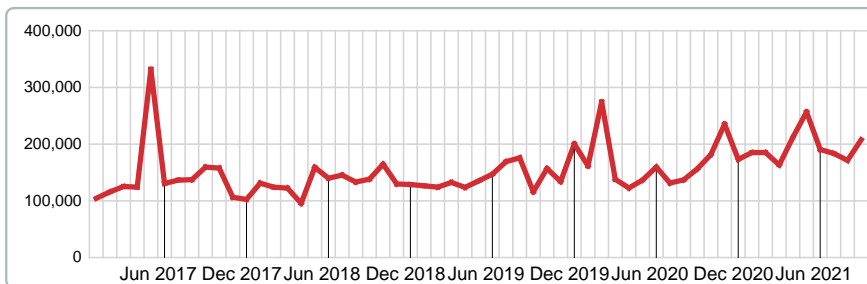
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

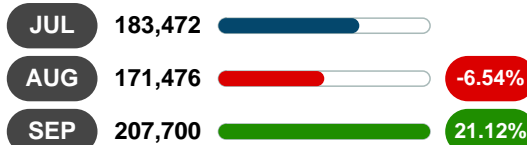


### 3 MONTHS

5 year SEP AVG = 155,529

High May 2017 331,958 Low Apr 2018 95,594

Average Sold Price at Closing this month at **207,700** above the 5 yr SEP average of **155,529**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7.27%	16,125	16,125	0	0	0
\$25,001 - \$50,000	3.64%	42,500	40,000	0	45,000	0
\$50,001 - \$75,000	18.18%	62,900	63,063	62,250	0	0
\$75,001 - \$150,000	34.55%	110,058	112,400	107,008	122,500	0
\$150,001 - \$250,000	14.55%	192,363	189,000	203,000	159,900	0
\$250,001 - \$525,000	12.73%	347,857	420,000	293,750	0	0
\$525,001 and up	9.09%	916,000	2,100,000	550,000	615,000	657,500
<b>Average Sold Price</b>		<b>207,700</b>	<b>203,920</b>	<b>171,548</b>	<b>212,980</b>	<b>657,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>207,700</b>	<b>25</b>	<b>23</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,423,500</b>	<b>5.10M</b>	<b>3.95M</b>	<b>1.06M</b>	<b>1.32M</b>

# September 2021



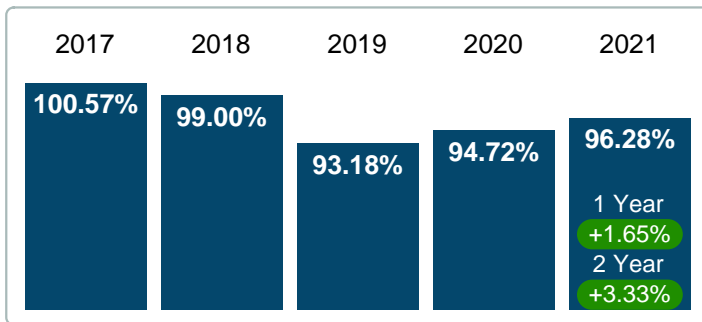
Area Delimited by County Of Mayes



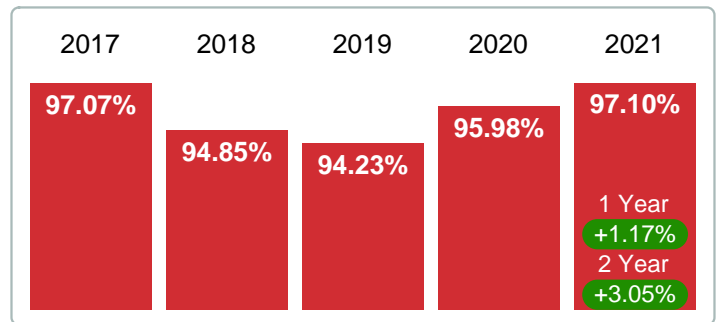
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 12, 2021 for MLS Technology Inc.

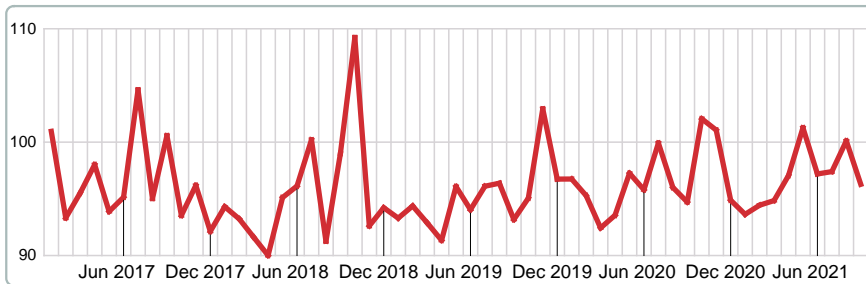
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

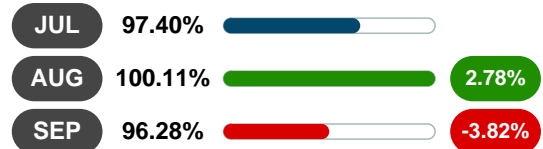


### 3 MONTHS

5 year SEP AVG = 96.75%

High Oct 2018 109.23% Low Apr 2018 90.01%

Average Sold/List Ratio this month at **96.28%**  
below the 5 yr SEP average of **96.75%**



### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	7.27%	88.24%	88.24%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	2	3.64%	100.00%	100.00%	0.00%	100.00%	0.00%
\$50,001 - \$75,000	10	18.18%	94.74%	95.71%	90.87%	0.00%	0.00%
\$75,001 - \$150,000	19	34.55%	100.66%	103.62%	99.32%	101.29%	0.00%
\$150,001 - \$250,000	8	14.55%	96.86%	92.21%	99.50%	100.25%	0.00%
\$250,001 - \$525,000	7	12.73%	101.48%	103.17%	100.20%	0.00%	0.00%
\$525,001 and up	5	9.09%	79.45%	52.50%	91.82%	98.40%	77.27%
Average Sold/List Ratio		96.30%		95.01%	98.45%	100.25%	77.27%
Total Closed Units		55	100%	25	23	5	2
Total Closed Volume		11,423,500		5.10M	3.95M	1.06M	1.32M



# September 2021

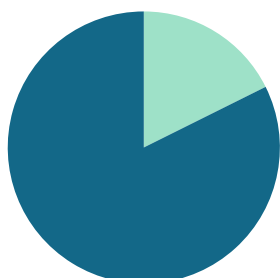
Area Delimited by County Of Mayes



## MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

### INVENTORY

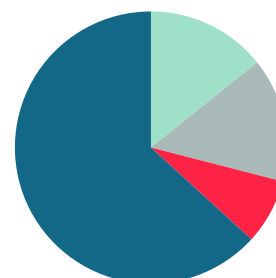


**Inventory**  
 New Listings  
**66 = 17.65%**  
 Start Inventory  
**308**  
 Total Inventory Units  
**374**  
 Volume  
**\$114,775,931**

### Market Activity

Closed Sales  
**55 = 14.25%**  
 Pending Sales  
**57 = 14.77%**  
 Other Off Market  
**30 = 7.77%**  
 Active Inventory  
**244 = 63.21%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	52	55	5.77%	414	496	19.81%
Pending Sales	63	57	-9.52%	487	532	9.24%
New Listings	95	66	-30.53%	854	778	-8.90%
Average List Price	163,685	253,595	54.93%	155,574	208,102	33.76%
Average Sale Price	156,256	207,700	32.92%	149,773	194,624	29.95%
Average Percent of Selling Price to List Price	94.72%	96.28%	1.65%	95.98%	97.10%	1.17%
Average Days on Market to Sale	55.77	48.75	-12.59%	52.46	41.83	-20.27%
Monthly Inventory	356	244	-31.46%	356	244	-31.46%
Months Supply of Inventory	8.25	4.49	-45.55%	8.25	4.49	-45.55%

**Absorption:** Last 12 months, an Average of **54** Sales/Month

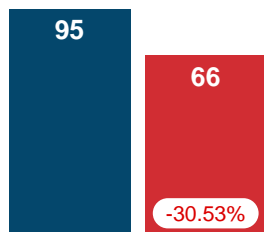
**Inventory** on September 30, 2021 = **244**

**2020** **2021**

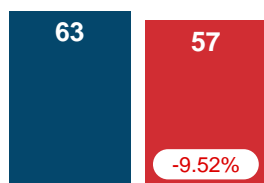
### SEPTEMBER MARKET

### AVERAGE PRICES

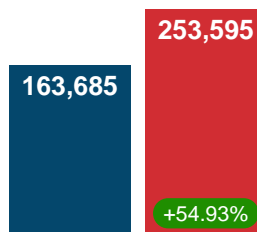
#### New Listings



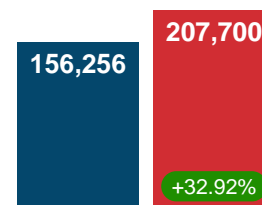
#### Pending Listings



#### List Price



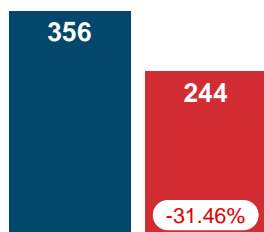
#### Sale Price



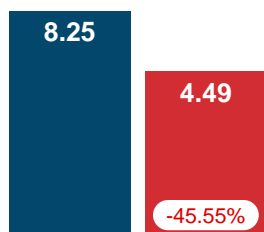
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

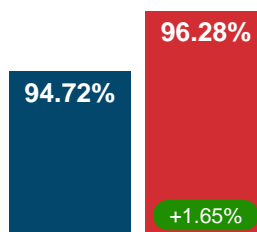
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

